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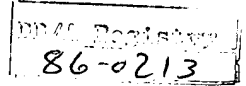
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Central Intelligence Agency



Washington, D C 20505



January 29, 1986

Lawrence R. Jackson
Vice President - Marketing
Shane Energy Controls, Inc.
6461 Edsall Road, Suite 406
Alexandria, Virginia 22312

Dear Mr. Jackson,

When we last spoke some months ago, I made certain that your letter regarding LIGHT-O-MATIC got into the proper hands for evaluation. In view of the lack of an affirmative response from the Agency in this matter, we can only assume that there is no interest in your product at this time.

As noted in your letter of 24 January 1986, we provided you with the proper addressee here for promotional material; we depend on that part of our organization to make decisions on such matters. We will, of course, forward your latest letter containing the payback analysis to the Office of Logistics, but I encourage you to communicate directly with them in the future. The Executive Director's office does not get involved in this level of detail in managing the Agency, nor do we apply pressure in support of specific vendors.

Thank you for your continuing interest in our energy costs and in our security as well.

Sincerely,



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86-0214

SHANE ENERGY CONTROLS, INC.

P.O. BOX 11154 • 6461 EDSALL RD • SUITE 406 • ALEXANDRIA, VA. 22312
703 • 642 • 2218

January 24, 1986

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[Redacted]
Executive Director
Central Intelligence Agency
Room 7D55
Washington, D.C. 20505

Dear [Redacted]

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Reference is made to my letter of June 5, 1985 regarding LIGHT-0-MATIC. I did pass on literature to the Office of Logistics as suggested by you. Again the old adage, "Don't call us, we will call you."

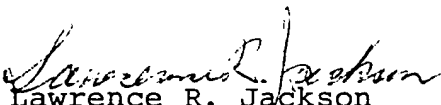
Enclosed please find a payback analysis based upon a metered test conducted in one of the corridors at Department of State. It is evident that The Department of State has prudent management and is endeavoring to find ways and means to reduce enrgy costs.

Other customers have found that in addition to saving energy costs, it also enhances security. When a guard finds an area that is supposed to be dark, and the lights are on, he can then proceed cautiously to investigate if any unauthorized person is in area.

Not only will Central Intelligence Agency save on energy costs, but also enhance security. I do not think I can give any better justification for Central Intelligence Agency to initiate a program of using LIGHT-0-MATIC.

I sincerely hope that I do not again receive the reply, "Don't call us, we will call you."

Sincerely,


Lawrence R. Jackson
Vice President - Marketing

LIGHT-0-MATIC PAYBACK ANALYSIS
DEPARTMENT OF STATE
CORRIDOR, 3RD FLOOR

1. Controlled wattage: 68 40 watt bulbs plus ballast draw of 20% = 3.264 kw.
2. Installed cost of LIGHT-0-MATIC (L-0-M):

5 Model -01-91 sensors	\$ 642.00
5 Model 06-011 relays	\$ 74.25
5 Model 07-011 transformers	\$ <u>49.50</u>
Total Equipment	\$ 765.75
Installation	\$ <u>300.00</u>
Total Investment	\$1,065.75
3. Test results after approximately 36 days of operation:

	<u>12/3/85</u> <u>Reading</u>	<u>1/8/86</u> <u>Reading</u>	<u>Elapsed</u> <u>Time</u>
Meter on switch	368 hrs	1252 hrs	884 hrs
Meter on sensor	102 hrs	564 hrs	<u>462 hrs</u>
Operating hours saved.			422 hrs (47.74%)
4. Hours saved per year based on test data:
 $8760 \text{ operating hrs/yr} \times 0.4774 = 4182 \text{ hrs.}$
5. Kwh saved per year with 3.264 kw being controlled:
 $3.264 \text{ kw} \times 4182 \text{ hrs saved per} = 11375 \text{ kwh.}$
6. Operating cost savings per year at \$0.07/kwh:
 $11375 \text{ kwh} \times \$ 0.07/\text{kwh} = \$ 796.26 \text{ per year.}$
7. Payback: \$ 1,065.75 total investment/ \$ 796.26 savings per year = 1.34 years (16 months).